innoscripta

Q3 2025 Trading Update.

Reporting date: 30 September 2025

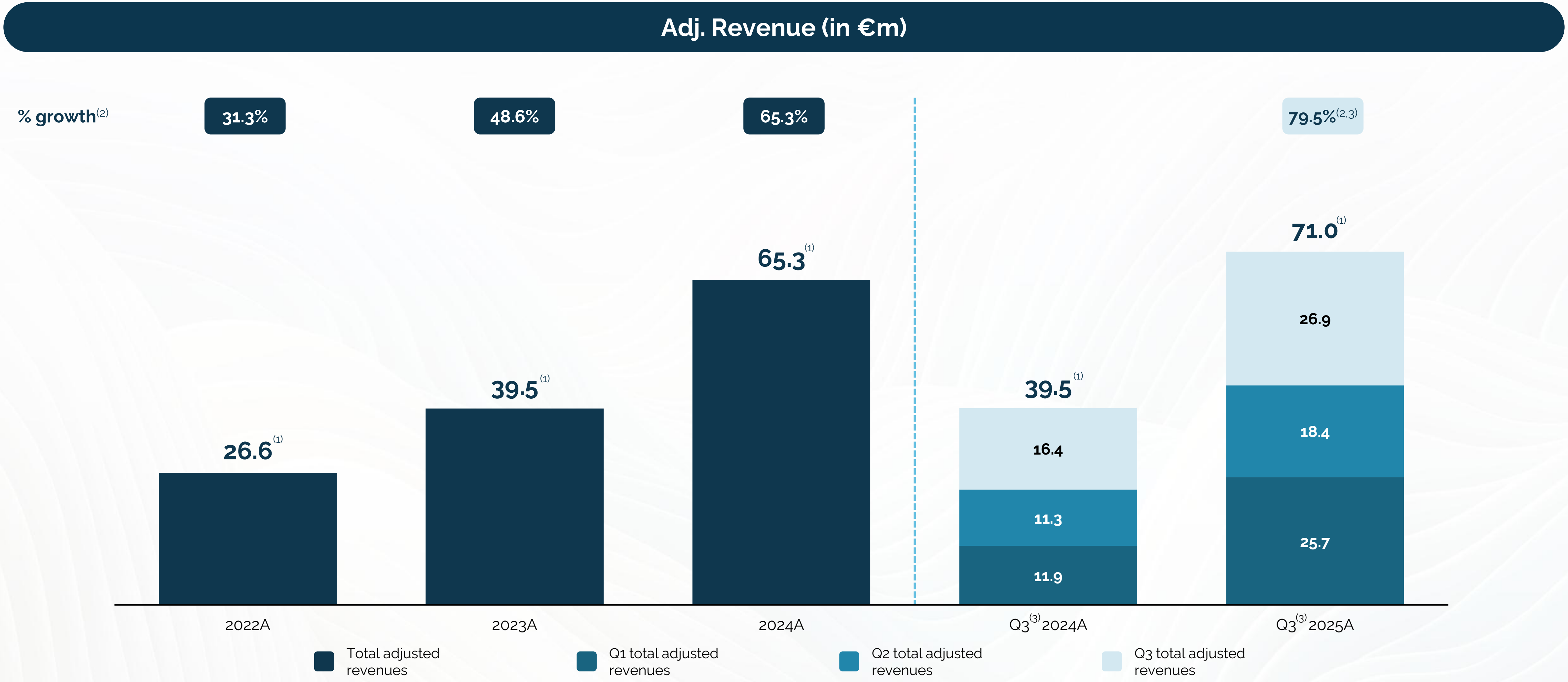
Our Mission.

innoscripta

Revolutionize R&D process management with a user-friendly software platform that integrates all tasks seamlessly.

Source(s): Company information.

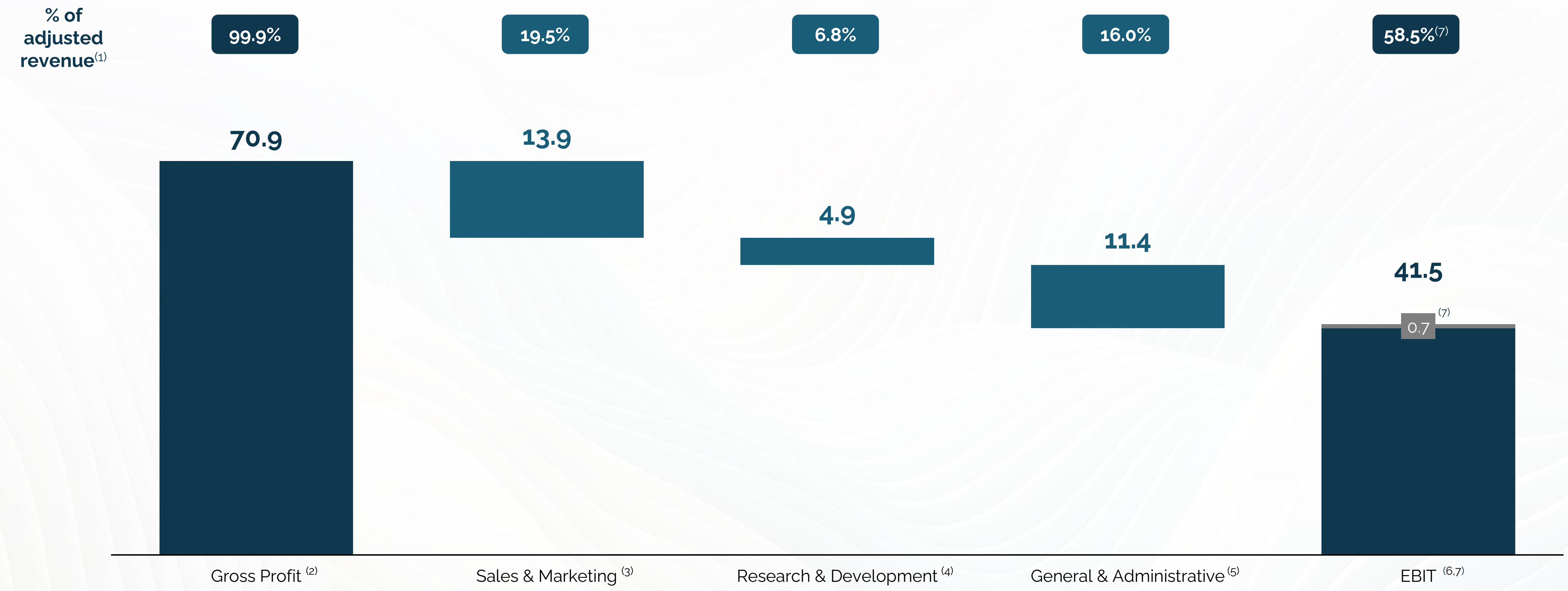
Continuing successful topline growth path in Q3 2025.



Note(s): (1) Includes total revenues, change in work-in-progress and other operating income; (2) Q3 revenues year-on-year growth; (3) The figures shown for Q3 2024A and Q3 2025A represent the aggregated results for the nine-month period from January to September.
Source(s): Company information, unaudited.

Improved profitability driven by operational efficiency.

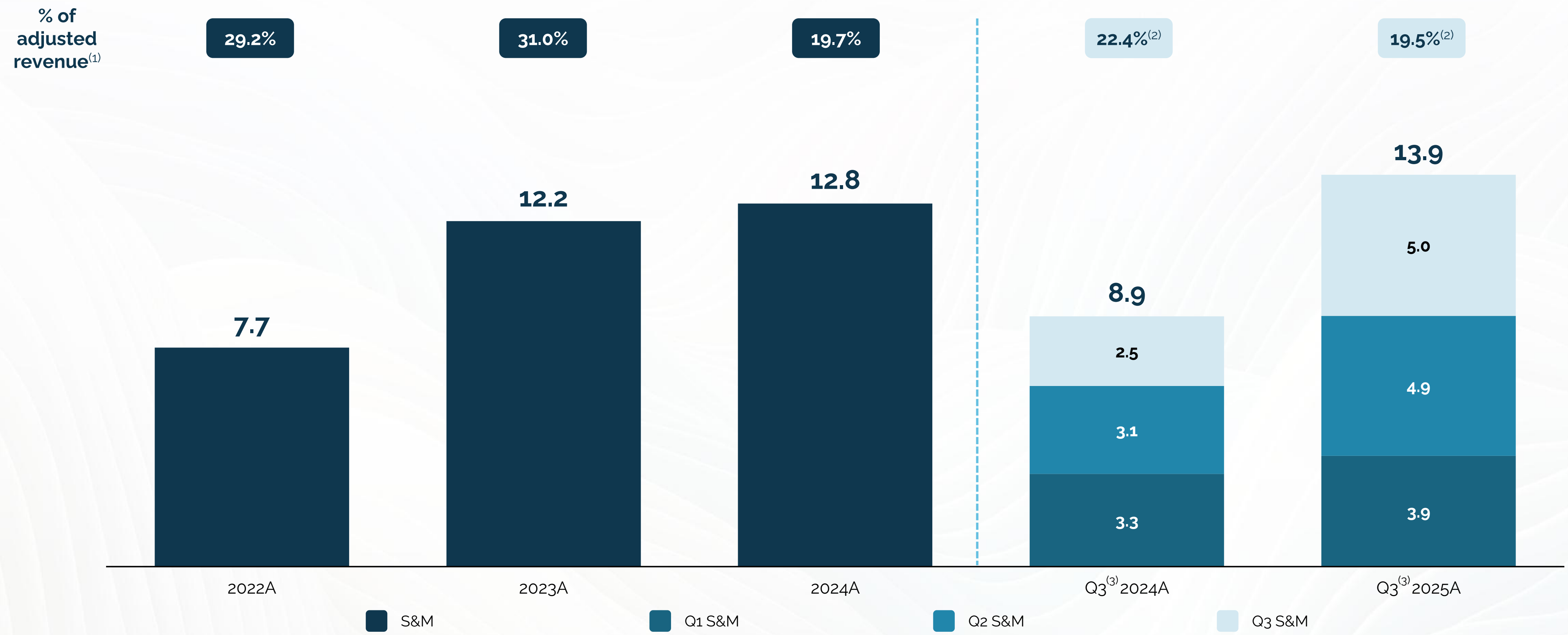
Bridge to EBIT (in €m) - stand-out Q3 2025



Note(s): (1) Includes total revenues, change in work-in-progress and other operating income; (2) Gross Profit calculated as total revenue plus change in work-in-progress, plus other operating income, minus COGS (excluding R&D freelancer and other freelancer costs); (3) Sales & Marketing includes primarily salaries and bonus payments as well as other financial benefits such as the provision of company cars as well as expenses for regular professional education and sales training programs for our sales staff; (4) Research & Development includes primarily salaries and bonus payments as well as other financial benefits for our R&D professionals. R&D includes a portion of R&D freelancer and other freelancer costs excluded from the COGS; (5) General & Administrative includes office rent payments, utilities, insurance, executive's wages and benefits, office equipment, legal and other advisory fees and accounting staff employees. G&A includes a portion of R&D freelancer and other freelancer costs excluded from the COGS; (6) EBIT calculated as consolidated net income after taxes before taxes on income, interest and other similar expenses and other interest and similar income; (7) EBIT Q1 2025A and Q2 2025A are adjusted for IPO costs.
Source(s): Company information, unaudited.

Sales & Marketing efficiency enhancement drives further leverage highlighting scalability.

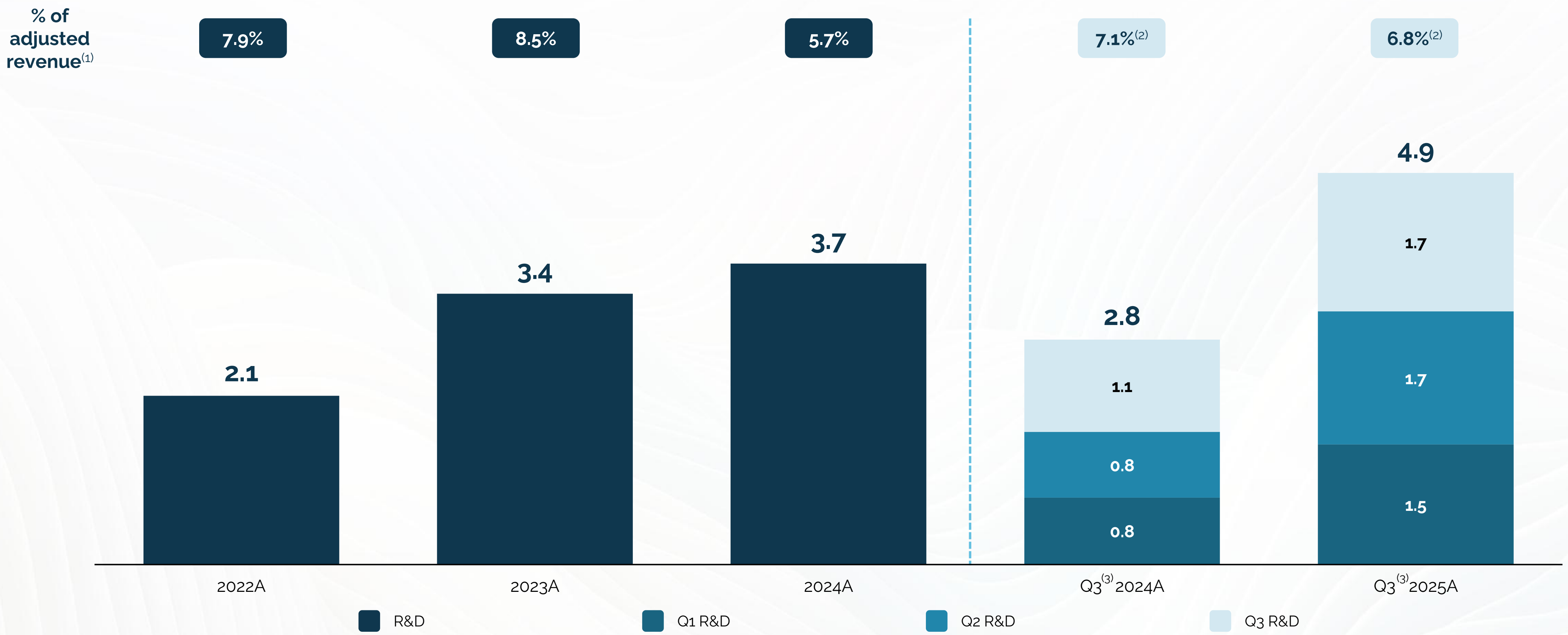
Sales & Marketing (in €m)



Note(s): (1) Includes total revenues, change in work-in-progress and other operating income; (2) Q3 2024A and Q3 2025A ratio; (3) The figures shown for Q3 2024A and Q3 2025A represent the aggregated results for the nine-month period from January to September.
Source(s): Company information, unaudited.

R&D continues to grow in line with organizational growth.

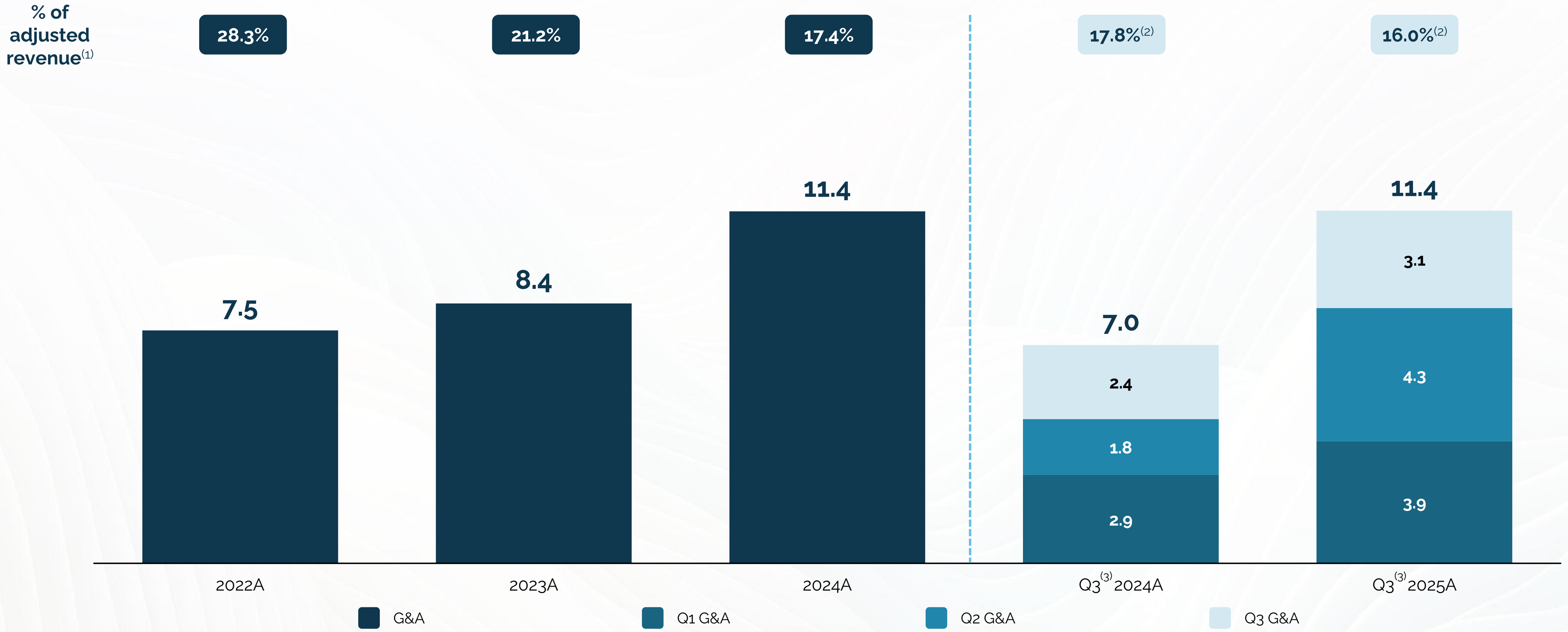
Research & Development (in €m)



Note(s): (1) Includes total revenues, change in work-in-progress and other operating income; (2) Q3 2024A and Q3 2025A ratio; (3) The figures shown for Q3 2024A and Q3 2025A represent the aggregated results for the nine-month period from January to September.
Source(s): Company information, unaudited.

Continued operating leverage reflected in lower G&A ratio.

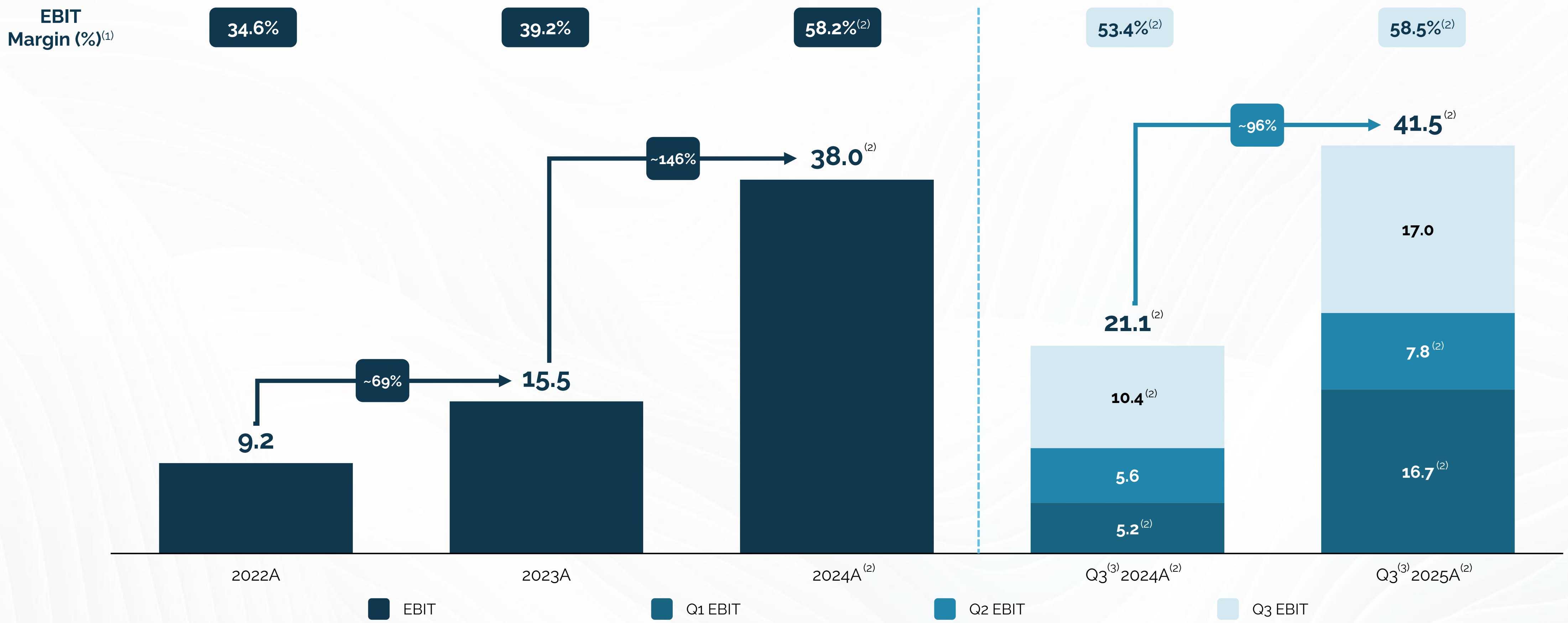
General & Administrative (in €m)



Note(s): (1) Includes total revenues, change in work-in-progress and other operating income; (2) Q3 2024A and Q3 2025A ratio. (3) The figures shown for Q3 2024A and Q3 2025A represent the aggregated results for the nine-month period from January to September.
Source(s): Company information, unaudited.

Business is well on track to deliver further growth.

EBIT (in €m)



Note(s): (1) Calculated as % of adjusted revenue, which includes total revenues, change in work-in-progress and other operating income; (2) EBIT 2024A, Q1 2024A, Q3 2024A, Q1 2025A and Q2 2025A are adjusted for IPO costs; (3) The figures shown for Q3 2024A and Q3 2025A represent the aggregated results for the nine-month period from January to September.
Source(s): Company information, unaudited.

Continued strong cash generation driven by profitability and disciplined Capex.

Adj. EBIT to Free Cash Flow (in €m)

EURm	Q3 2024A[4]	Q3 2025A[4]
Adjusted EBIT	**21.1**[3]	**41.5**[3]
Depreciation and amortization of fixed assets	0.1	0.2
Adjusted EBITDA	**21.2**[3]	**41.7**[3]
Changes in provisions	0.6	0.5
Other non-cash expenses / income	0.5	0.8
Changes in current assets	(8.2)	(5.7)
Changes in current liabilities	0.4	1.9
Profit from disposal of fixed assets	(0.0)	-
Income tax payments	(1.9)	(5.6)
Cash flow from operating activities	**12.6**	**33.4**
Payments received from disposal of fixed assets	0.1	-
Investments in intangible fixed assets	-	-
Investments in PPE[1]	(0.1)	(0.1)
Investments in financial assets	-	(0.0)
Interest received	0.2	0.1
Cash flow from investment activities	**0.2**	**(0.0)**
uFCF[2]	**12.8**	**33.4**

Note(s): (1) Properties, Plants & Equipment; (2) Defined as Operating Cash Flow + Investing Cash Flow; (3) EBIT Q1 2024A, Q3 2024A, Q1 2025A and Q2 2025A are adjusted for IPO costs; (4) The figures shown for Q3 2024A and Q3 2025A represent the aggregated results for the nine-month period from January to September.
Source(s): Company information, unaudited.

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Please note that certain figures in this presentation have been rounded.

The financial figures in this presentation are not audited and only partially reviewed. Certain figures in this presentation (e.g., percentages, adjusted figures) have neither been audited nor reviewed; however, they are based on the reviewed financial statements and internal calculations.

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